

**Country:** UK  
**Type of Document:** International Market Insight  
**Title:** U.S. AEROSPACE SUPPLIERS WANTED - CONTRACTS UP TO \$10M

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### **US Suppliers wanted:**

Due to rapid growth across a number of areas, Bombardier Aerospace in Belfast (see below for company background) can now provide major sales opportunities for US companies. Small and medium sized firms should not that Bombardier has a history of awarding a number of small contracts and is already working with over 75 US suppliers.

Stephen Cowan, Procurement Manager, highlights the type of company he is looking for. "They need to be able to 'project-manage' - to coordinate each job right through to completion." It is also important for Bombardier to know who your company is and what specifications you have already been approved for.

### **What are the opportunities?**

#### **1. Machine tools**

The number one priority is currently sheet metal work which will equate to approximately 100,000 hours per year. The following are urgently required:

Alloy flat and brake press components

Large frames, small bracketry formed on existing tooling on either rubber press or fluid cell presses (assembly work may need to be carried out on each)

Stringers ranging from 20" to 200" in length manufactured from bought in section and joggled using existing tools if possible

Large alloy and titanium skins each with double contour ranging from 36" and 50" nett size to 96" and 144" nett size

Potential super plastic form (SPF) work.

#### **2. Composite Offload**

The second priority is in composite offload. Again, Bombardier has a major requirement, this time equating to approximately 80,000 hours per year. This

offload consists of Kevlar and prepreg material, which will need to be cured in an autoclave.

### **3. Machine Shop Offload**

Finally, there will be machine shop offload of approximately 80,000 hours per year. The need is for small medium and large alloy machinings within the 3,4 & 5 axis milling and turning sections.

#### **Timeframe:**

All of the above requirements **must** be met by the end of 2001. Any American companies ready to avail of this considerable market opportunity will need to declare their interest before the end of May.

Bombardier are working with the US Commercial Service as they have found that American companies provide high quality work at a competitive price.

#### **Are you ready to meet this challenge?**

If so contact:

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Procurement Manager  
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Northern Ireland  
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### **Bombardier Background Information**

Between 1986 and 1991, Bombardier, a Canadian-headquartered corporation, acquired Canadair and de Havilland in Canada, Short Brothers in Northern Ireland, and Learjet in the United States. These four companies have been integrated to form Bombardier Aerospace, now a major force in world aerospace. The third largest civil aircraft manufacturer in the world, Bombardier Aerospace employs over 34,000 people, has annual sales totaling C\$10.6 billion, and an order book of C\$23 billion at January 31, 2001.

In Northern Ireland, Bombardier Aerospace is the largest manufacturing company, employing 7200 people. The Company has invested one billion pounds since 1989, significantly extending its capabilities and making a dramatic impact on year-end figures. The investment has also helped ensure that Bombardier Aerospace in Northern Ireland is at the leading edge of aerospace technology in niche market sectors.

Bombardier Aerospace in Belfast is now a center of excellence for the design and manufacture of nacelle systems, fuselages, flight controls and for processes such as composites, metal bonding, and computer-aided design/manufacture. The company has received over 40 quality awards including a British Quality Award (equivalent to the Baldrige Award), ISO9001 and ISO14001. In 2000, the company received the MX2000 UK Manufacturer of the Year accolade.

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, the Department of Commerce does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. The Department of Commerce can assist companies in these endeavors.

IMI Customer Satisfaction Survey

U.S. Department of Commerce

International Trade Administration  
The Commercial Service

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The U.S. Department of Commerce would appreciate input from U.S. businesses that have used this IMI report in conducting export market research. Please review the privacy statement / disclaimers at the bottom of this Web site. Please take a few moments to complete the attached survey and fax it to 202/482-0973, mail it to QAS, Rm. 2002, U.S. Department of Commerce, Washington, D.C. 20230, or Email: Internet[Robert.Opfer@mail.doc.gov].

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\* \* \* About Our Service \* \* \*

1. Country covered by report: \_\_\_\_\_

Industry/title: \_\_\_\_\_

Commerce domestic office that assisted you (if applicable):

2. How did you find out about the IMI service?

Direct mail

Recommended by another firm

Recommended by Commerce staff

Trade/state/private newsletter

Department of Commerce newsletter

Other (specify): \_\_\_\_\_

3. Please indicate the extent to which your objectives were satisfied:

1-Very satisfied

2-Satisfied

3-Neither satisfied nor dissatisfied

4-Dissatisfied

5-Very dissatisfied

6-Not applicable

Overall objectives

Accuracy of information

- Completeness of information
- Clarity of information
- Relevance of information
- Follow-up by Commerce representative

4. In your opinion, did using the IMI service facilitate any of the following?

- Decided to enter or increase presence in market
- Developed an export marketing plan
- Added to knowledge of country/industry
- Corroborated market data from other sources
- Decided to bypass or reduce presence in market
- Other (specify): \_\_\_\_\_

5. How likely would you be to use the IMI service again?

- Definitely would
- Probably would
- Unsure
- Probably would not
- Definitely would not

6. Comments:

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\* \* \* About Your Firm \* \* \*

1. Number of employees:  1-99  100-249  250-499  
 500-999  1,000+

2. Location (abbreviation of your state only): \_\_\_\_\_

3. Business activity (check one):

- Manufacturing
- Service
- Agent, broker, manufacturer's representative
- Export management or trading company
- Other (specify): \_\_\_\_\_

4. Value of export shipments over the past 12 months:

- Less than \$10K
- \$11K-\$100K
- \$101K-\$500K
- \$501K-\$999K
- \$1M-\$5M
- More than \$5M

May we call you about your experience with the IMI service?

Contact name: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax number: \_\_\_\_\_

Email: \_\_\_\_\_

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Thank you--we value your input!  
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This report is authorized by law (15 U.S.C. 1512 et seq., 15 U.S.C. 171 et seq.). While you are not required to respond, your cooperation is needed to make the results of this evaluation comprehensive, accurate, and timely. Public reporting burden for this collection of information is estimated to average ten minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to Reports Clearance Officer, International Trade Administration, Rm. 4001, U.S. Dept. of Commerce, Washington, D.C. 20230, and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Paperwork Reduction Project (0625-0217), Washington, D.C. 20503.

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